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July/August

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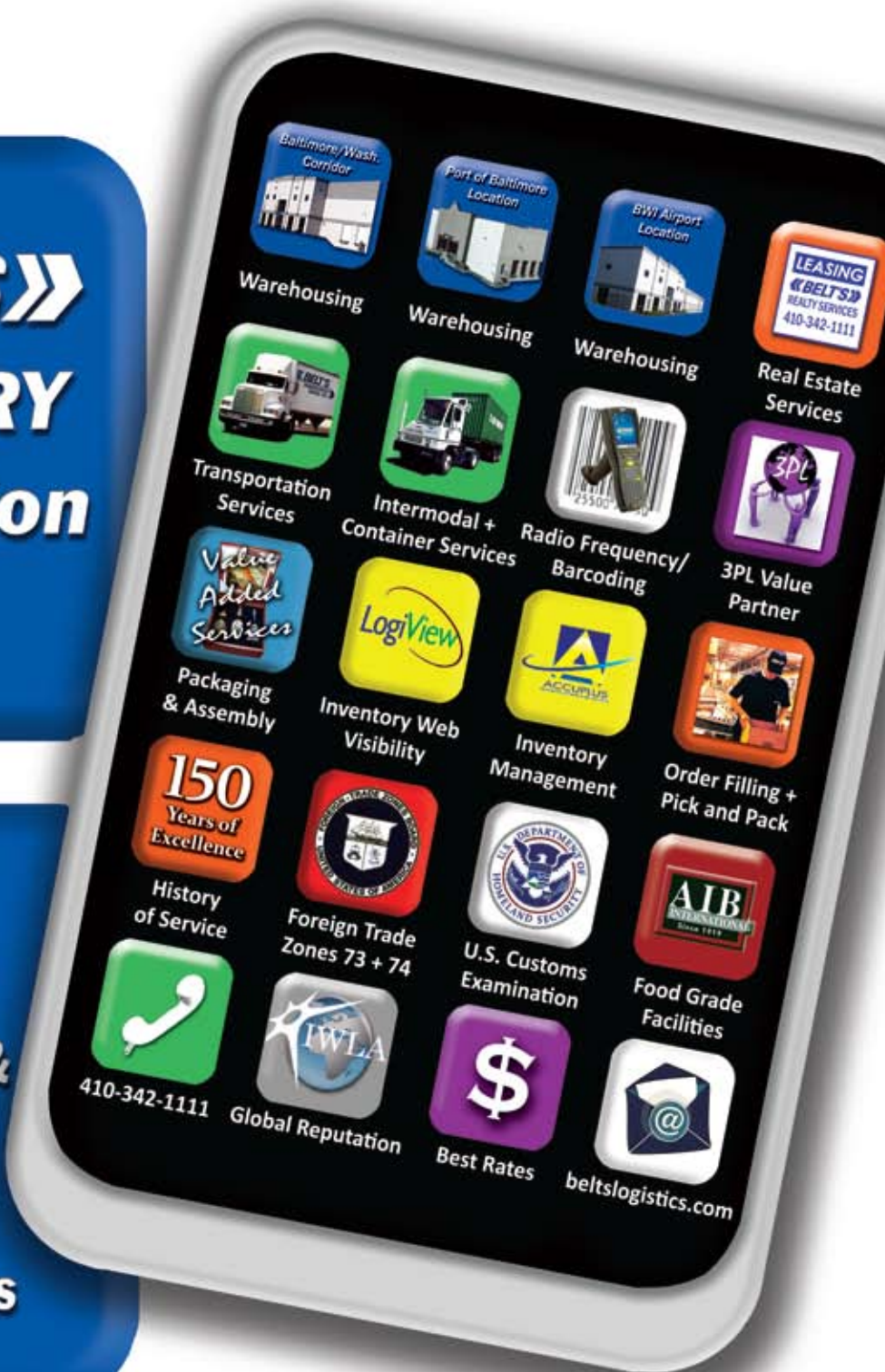
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Smooth Sailing for Year-Round Cruise Schedule

In June, we welcomed the Royal Caribbean cruise ship *Enchantment of the Seas* for its first cruise departing from the Port of Baltimore. After several years of offering seasonal cruises in this area, Royal Caribbean has recently decided to place a larger ship in this market and sail year-round. It will offer cruises all year with destinations like the Caribbean, Bahamas, Bermuda, New England and Canada. Royal Caribbean joins Carnival Cruises in offering cruises year-round.

In just the last two years, the Port's cruise business has more than tripled, offering 91 cruises this year — up from 27 in 2008. About 190,000 passengers will depart on a cruise from Baltimore this year, a significant increase from the 47,000 that departed from here in 2008. Even in these tough times, more than 90 percent of the cruises that left Baltimore last year sailed at 100 percent capacity.

We attribute this remarkable growth to two key factors: the wonderful location of the cruise terminal and an immense population market. The cruise terminal's central location right off of Interstate 95 and close to Interstate 70 allows for easy driving access from neighboring states. It is not unusual to see cars parked

at the cruise terminal with license plates from New York, Ohio or North Carolina.

The City of Baltimore also enjoys a central location where tens of millions of people are within only a few hours' drive. This is an affluent mid-Atlantic region, with Maryland leading the way with the highest median household income in the United States. With the help of these factors, the cruise business is now responsible for \$90 million in economic impact and 500 jobs in our state.

During these tough times, it is rewarding to see this kind of progress. We look forward to continuing to grow the cruise business, creating jobs and increasing its economic impact to benefit our state and our families.



Martin O'Malley
Governor

executive VIEW

Positive Signs For Port's Cargo Performance

Heading into the second half of 2010, the Port of Baltimore is experiencing an upward trend in its cargo performance following one of the worst economic periods in U.S. history.

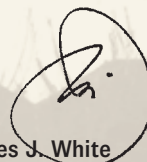
Containers have now rebounded after being down as much as 10 percent, and autos are up 16 percent after being down 50 percent last year. While Roll-On/Roll-Off and rolled paper have shown slight tonnage improvements, they are not back yet to their 2008 performance. We must remember, however, that these numbers are being compared to last year when all U.S. ports experienced decreased business.

Autos historically have been a good indicator of the economy. When times are good, people buy cars. When times are bad, they don't. Earlier this year, we set a record by handling more than 38,000 cars in March, the highest monthly volume in our history. By comparison, in 2009 during the heart of the economic downturn, our monthly auto volume dropped as low as 13,500.

Approximately 1,150 direct jobs are generated by the Port's auto business. The positive trending of autos, coupled with our recent announcement that BMW will bring 50,000 new cars through this Port annually for the next five years, certainly moves the economic needle in the right direction. Although we are still years away from a

full recovery, progress during these tough times must be measured in incremental steps rather than large jumps. It is a sign that the light at the end of the tunnel is getting brighter.

On another note, the Port of Baltimore recently lost one of its all-time great supporters with the passing of Capt. E. Lorenzo DiCasagrande, Vice President of Mediterranean Shipping Company (MSC). Capt. DiCasagrande was a true icon around this Port who played a major role in helping us develop our container business. More than 20 years ago, he opened MSC's offices in Baltimore and led MSC to become the first tenant at Seagirt Marine Terminal when it opened in 1990. MSC began at Seagirt handling about 8,000 containers. Last year they handled about 150,000. Capt. DiCasagrande was a fierce negotiator but someone who always exuded strong passion for this Port. We will miss him but never forget all he did to advance containerization at the Port of Baltimore.



James J. White
Executive Director

SOUNDINGS

The happenings in and around the Port



AWARDS

Seagirt Innovation Brings Recognition to MPA

The Maryland Port Administration (MPA) was recognized in May by the Maryland chapter of the American Society for Public Administration (ASPA) as the recipient of the Innovations in Public Service Award for a State Government Agency. The MPA received the honor for the 50-year partnership agreement with Ports America Chesapeake to operate the Seagirt Marine Terminal.

"The award committee selected the [MPA] because of the foresight, creativity and leadership required to obtain the funding to create a new berth at the Seagirt Marine Terminal," said Dr. Christine Spencer, President-elect of the ASPA's Maryland chapter.

Ports America Chesapeake is constructing a 50-foot berth to accommodate larger vessels, which should result in 5,700 new jobs and expanded business opportunities. "This type of innovation exemplifies the best of public-private collaboration," said Spencer.

The wider berth is scheduled for completion in 2012, two years ahead of the end date for the Panama Canal expansion, which is



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At the awards ceremony in Annapolis were, from left, ASPA President Dr. C. Alan Lyles, President-elect Dr. Christine Spencer, Maryland Transportation Deputy Secretary Harold Bartlett and MPA Executive Director James J. White.

expected to increase the number of mega-ships coming into the Port of Baltimore.

Among past winners of the Innovations in Public Service Award is the University System of Maryland Universities at Shady Grove. 🌐

EVENTS



KATHY BERGEN SMITH

Ports America Brings Boom to Baltimore's Fourth of July Celebration

Baltimore's Independence Day fireworks show was saved in the nick of time by Ports America Chesapeake, a subsidiary of the largest independent terminal operator on the continent.

Baltimore City's budget deficit of more than \$100 million threatened the return of this

spectacular tradition, but Ports America became the title sponsor of the event, ensuring another year of patriotic "oohs" and "ahhs" as bright lights burst overhead.

"I am grateful that Ports America Chesapeake partnered with the city to save

this great Baltimore tradition," Mayor Stephanie Rawlings-Blake said at a press event in May. "This year, Ports America Chesapeake is going to light up Baltimore's skies!"

Ports America Chesapeake has been the title sponsor of Baltimore's New Year's Eve celebration for the past three years and will sponsor the New Year's Eve fireworks show at the Inner Harbor again this year.

Not only is Ports America Chesapeake the hero of one of Baltimore's major summer attractions, it is also key to the city's maritime success. The company has entered into a long-term partnership with the Maryland Port Administration to operate the Seagirt Marine Terminal at the Port of Baltimore.

"For almost 90 years, the City of Baltimore and Ports America have been working together to create jobs, commerce and a better quality of life in this great port city," said Ports America Chesapeake Chairman Christopher Lee. "Most recently, we've entered into a 50-year concession with the Maryland Port Administration which will create 5,700 jobs and add over \$1 billion of value for the city and state. We've been sponsoring the New Year's Eve fireworks for several years, and now I'm very happy that Mayor Rawlings-Blake has given us the honor of showing our appreciation and thanks to Baltimore by sponsoring the 4th of July fireworks as well." 🌐

IN MEMORIAM

Robert Thomas, 46, Developed Strong Ties as Trucking Executive

O.S.T. Trucking Executive Vice President Robert Thomas is being remembered for his good-natured personality and smart business skills. Thomas, who died on May 16 at the age of 46, worked at O.S.T. for nearly two decades and coordinated sales efforts for the company.

His brothers are also in the intermodal business: David is the Maryland Port Administration's Director of Operations, and George is an executive with the Evergreen Shipping Agency (America) Corporation.

"The brothers are well-known in the industry," said O.S.T.'s National Sales Manager Dan Cook, who joined O.S.T. in 2003 but knew Bob as far back as the 1980s when they played in a maritime softball league. "Bob was very friendly, with an infectious personality. He knew how to tell a joke!"

Cook added, "Bob was a very outgoing person who helped build the business to what it is today. He knew how to develop good relationships and deliver great customer service."

Richard Amato, O.S.T.'s CEO, spoke of Thomas as a "loyal employee ... always taking great pride in his work." Amato added, "I will always be grateful for his service, but more importantly for the friendship that we shared." 🌐



HISTORY

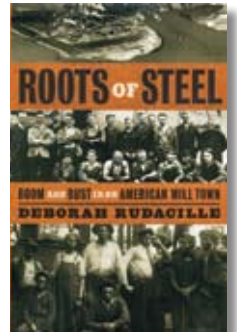
Steelworker's Daughter Writes about Sparrows Point

A Dundalk native and daughter of a Sparrows Point steelworker, author Deborah Rudacille recalls the days when a steel mill salary could support a family, and being employed by a steel company meant working toward the American dream. In the war years between April 1941 and October 1944, the shipbuilders of Bethlehem Steel launched 384 Liberty ships, "the largest fleet built by any single yard in the country during the war," according to Rudacille. These ships participated in "every invasion in the European theater and in the Pacific."

So what happens when the industry that builds and aids a nation is on the decline? In her new book, *Roots of Steel: Boom and Bust in an American Mill Town*, Rudacille explores the rise and fall of Baltimore's steel industry, from the steel mills to the shipyards.

In an April editorial in USA Today titled "Working-class US, RIP," Rudacille lamented, "Once, we were a nation of workers, people who took pride in making things. ... Today, we all play the numbers, from Wall Street's high-risk securities to slots."

Roots of Steel is available in bookstores now. 🌐



AWARDS



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Bentley Named Industrialist of the Year

Long-time Port of Baltimore advocate Helen Delich Bentley has been named 2010 William Donald Schaefer Industrialist of the Year, an honor bestowed by the

Baltimore Museum of Industry (BMI) to recognize Maryland's visionary business leaders for their innovative approaches to industry and dedication to communities.

"There are very few people with such an impressively long track record of service to our city and state as that of Helen Bentley,"

said Roland H. Woodward, the museum's Executive Director.

As a journalist for *The Baltimore Sun*, Bentley helped to increase public and governmental awareness of the Port's economic impact. In Congress, she led the charge for legislation to dredge the Port's 50-foot channel and to implement security measures. Bentley became the first woman appointed by a U.S. President to lead a regulatory agency when she was tapped to head the Federal Maritime Commission in 1969.

Currently, Bentley serves as President and CEO of Helen Bentley & Associates, Inc., providing consulting and government relations services to Port and trade organizations. She received the Industrialist of the Year award in June during a luncheon hosted by the BMI. During her acceptance speech she emphasized that "maritime is the mother of all industry." 🌐


AWARDS

MDTA Police Acknowledge Excellent Service

The Maryland Transportation Authority (MDTA) Police held its Annual Awards Ceremony on April 22 to honor members who distinguished themselves in 2009.

Officers and civilian members of the MDTA Police were honored with Awards of Excellence, Lifesaving, Distinguished Service and Chief's Commendations, among others. Officer David Bahr was named 2009 Officer of the Year for his exceptional work and service while assigned to the William Preston Lane Jr. Memorial Bridge detachment.

"We are proud of every one of these men and women who were honored," said MDTA Police Chief Marcus L. Brown. "This group represents the best of the best and deserves to be recognized for their outstanding efforts and their commitment to Maryland's citizens and visitors."


MDTA Police officers provide law enforcement at the Port of Baltimore, Baltimore-Washington International Thurgood Marshall Airport, the Motor Vehicle Administration in Glen Burnie and the Authority's highways, bridges and tunnels. 

FACILITIES

MER Opens Baltimore Resource Center

Moran Environmental Recovery (MER) has opened a new resource center in Baltimore. One of 10 strategically located MER resource centers found along the U.S. East Coast, the Baltimore location serves as the district hub for the company's expanding Mid-Atlantic operation.

Justin Woodward, MER's District Manager for the Mid-Atlantic, said, "The Baltimore location is ideally located to support the growth of our operation, as well as service the expanding client base we have here in the Baltimore market."

Headquartered in Jacksonville, Fla., MER provides specialized environmental services to a distinct group of integrated vertical industries, including the marine, petroleum, rail, mining and utility industries. 



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EVENTS

Mariners Honored on National Maritime Day

An open house to commemorate National Maritime Day was held in May on board the N.S. *Savannah*, a historic vessel docked at the Port of Baltimore. Several other ships were also available for touring, including the U.S. Merchant Marine Schooner *Summerwind* and the NOAA's R/V *Bay Hydro II*.

The N.S. *Savannah* was the world's first nuclear-powered merchant ship. It is named for the S.S. *Savannah*, the first steamship to cross the Atlantic Ocean. The S.S. *Savannah* began its transatlantic voyage on May 22, 1819. Congress established National Maritime Day to honor the historic journey.

In Washington, D.C., the U.S. Department of Transportation's Maritime Administration presented 11 mariners with the Merchant Marine Medal for Outstanding Achievement. The mariners were honored for their work during Haiti Operation Unified Response.

The White House issued a proclamation lauding the efforts of mariners in strengthening "our Nation's economy; bolstering job-creating businesses; and ... [employing] Americans on ships and tugs, and in ports and shipyards." 🌐

EVENTS

Seafarers' Center Plans Floating Fund-raiser

The Baltimore International Seafarers' Center is hosting a fall tour of the Port of Baltimore aboard the *Duchess of Pintail*, Baltimore's newest luxury yacht. By purchasing tickets, guests donate funds that support the work of volunteers who make ships' crews feel welcome while in the city. The center also provides seafarers with free reading material, transportation and phone access.

The two-hour fund-raising cruise boards at Pier 5 Inner Harbor on October 7 at 4:45 p.m. The cost is \$50 per person and includes beer, wine, soft drinks and light snacks. RSVP by September 17, with checks made out to "Baltimore International Seafarers' Center" at 1430 Wallace St., Baltimore, MD 21230. For more information, call 410-685-1240, e-mail MaryHTDavisson@aol.com, or visit the Baltimore International Seafarers' Center website at www.baltseafarers.ang-md.org. 🌐

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MPA's Environmental Stewardship > > > >



NYK's Sustainable Strategy

Efficiency Goes Hand in Hand with Environmental Integrity

At NYK Group, sustainability is more than just a vision — it's a smart business strategy grounded in green ethics. The global logistics enterprise strives to create sustainable societies by managing environmental risks and arriving at an optimal balance between environment and economy.

Since it began in 1870 as Tsukumo Shokai Shipping Company, NYK (Nippon Yusen Kaisha) has been a true partner to its customers. This partnership extends to its environmental practices. "We will not knowingly conduct business with vendors who do not take environmental and sustainability practices into account," said Brett Kats, Environmental Officer of NYK Group. "It is our policy that all vendors with whom we work are aware of our environmental program and its requirements."

NYK's Tokyo headquarters established an environmental program and charter in 1997, and then formalized a green policy four years later. The NYK Group's environmental management vision is comprised

of three key strategies: reducing greenhouse gas emissions, promoting social contribution through activities to conserve the global environment, and strengthening group environmental management.

The results have been positive on many levels. "Going green has only aided us in our efforts to ship products more efficiently," Kats said. "We have had a slight increase of jobs, given the organizational structure employed around the globe whose purpose is to support and manage this program. In most cases, we have found the return on investment is usually positive, however the bottom-line goal of our environmental programs and initiatives is to help protect the environment."

According to Kats, the company constantly adds new objectives to improve its environmental program. Energy-saving initiatives have included solar panel



COURTESY OF NYK LINE

technology, ship engine technologies and improvements, shore side power, and reduction of fuel consumption.

The Port of Baltimore is a long-standing partner of NYK Line, whose car carrier fleet regularly discharges and loads cargo in Baltimore. "The Port of Baltimore is a leader in U.S. Port green initiatives and policies, and NYK Line has a large focus on environmental issues that affect their shipping business and customers," said Lawrence Johnson, Maryland Port Administration, Trade Development-Automobiles. "NYK Line is a valuable partner here in the Port of Baltimore shipping community in working toward the same goals of cleaner air and water in the ports and shipping lanes around the world." 🌐

What's YOUR STORY?

We are running a series of business profiles related to environmental initiatives that impact the Port and its surroundings. If you have a story to tell about your business, please contact Port of Baltimore Magazine GreenPort reporter Tykia Murray at tykia.murray@mediatwo.com.

Port Plays Its Part in Managing Recyclable Material

Every month, the Waste Management Recycle America material recovery facility sorts and ships 20,000 tons of recycled materials from the Port of Baltimore.

Located just 10 miles outside of Baltimore, the Elkridge, Md., facility, once the largest facility of its kind in the world, specializes in single-stream processing. Single-stream refers to a system of recycling in which all paper fibers and reusable materials are mixed together when collected. Instead of being sorted by the resident, Waste Management handles this task and the results are astounding: the Elkridge facility is able to sort 65 tons of recyclable material in just one hour.

The 55,000-square-foot plant owes its output to a \$7.5 million single-stream processing system, comprised of equipment from Netherlands-based Bollegraaf Recycling Machinery, and a force of dedicated employees. 🌐

RCRA Compliance Gets Workshop's Focus

The Baltimore Port Alliance (BPA) Environmental Committee hosted its third compliance assistance workshop on April 15 at the Vane Brothers headquarters on the Fairfield Marine Terminal. The workshops are held in cooperation with the U.S. Environmental Protection Agency (EPA) and Maryland Department of the Environment (MDE).

"This series of workshops is intended to provide greater awareness and understanding of federal and state environmental regulations and the potential impact for maritime-related businesses," explained M. Kathleen Broadwater, Deputy Executive Director of the Maryland Port Administration and BPA Environmental Committee member.

April's workshop focused on Resource Conservation and Recovery Act (RCRA) compliance. Some issues up for discussion were: materials regulated as a hazardous waste; generator status — small quantity vs. large quantity; generator requirements; what constitutes universal waste; and universal waste handler requirements.

Jeanna Henry, EPA Region 3 Import-Export Coordinator, and Ed Hammerberg, MDE Public Health Engineer, gave a presentation on RCRA Hazardous Waste Enforcement. They covered what to expect during an EPA inspection, typical violations discovered during a hazardous waste inspection and penalties associated with non-compliance.

Marie Owens, EPA Region III Team Leader, Underground Storage Tank (UST) Program Enforcement, talked about compliance and enforcement of RCRA regulations on USTs, specifically protection from corrosion, spill and overfill, and typical violations and their penalties.

After the workshop, several BPA Environmental Committee members and the EPA Region III representatives toured the Masonville Cove Environmental Education Center in Brooklyn. They were met by representatives from the Maryland Port Administration (MPA), Maryland Environmental Services (MES) and BayBrook, which is a Brooklyn and Curtis Bay coalition. The tour included a site visit to the Masonville Cove Dredged Material Containment Facility. 🌐



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'An ICON of the Port'

Capt. Lorenzo DiCasagrande is Remembered for Contributions to Container Success

The Port of Baltimore lost one of its greatest supporters with the recent death of Capt. E. Lorenzo DiCasagrande. The Vice President of Mediterranean Shipping Co. (MSC) USA was instrumental in making Baltimore a major container port and will be forever linked to the history of Seagirt Marine Terminal.

"Capt. DiCasagrande was an icon of the Port of Baltimore," said James J. White, Executive Director of the Maryland Port Administration (MPA). "He was very well respected and a fierce negotiator. He deserves most of the credit for helping this Port substantially increase its container business. He moved MSC to Baltimore shortly after Seagirt opened in 1990 and became Seagirt's first container customer. MSC began at Seagirt by bringing in about 8,000 containers, and last year they brought 150,000. MSC is our top container customer and much of the credit goes to him. He was a good friend and I'll miss him."

DiCasagrande, who was 69 when he died as a result of lung cancer on May 21, retired just one week before his death, due to his health. In recognition of his service, White ordered that all state flags at the MPA be flown at half-staff, and MSC ordered all flags on its 400 vessels worldwide be flown at half-mast.

A Post-Panamax crane to be installed at Seagirt will be named in DiCasagrande's honor.

"More than two decades ago, Capt. DiCasagrande personally opened an office in Baltimore on behalf of MSC," said Maryland Gov. Martin O'Malley. "Through the years, he built a strong partnership with the Maryland Port Administration. His tenure produced a series of long-term contracts that generated a substantial increase in MSC business at our Port and helped to sustain and grow family-supporting jobs."

The Governor added, "The contributions of Lorenzo DiCasagrande played a significant role in the success of the Port of Baltimore. His presence will be sorely missed."

Helen Delich Bentley, a former congresswoman who is a consultant to the Port and was a longtime friend of DiCasagrande, noted, "The name Casagrande means 'large house,' and he was certainly a large leader. He was still like the captain of a ship. He was the boss and he was the leader."

BY NANCY MENEFEE JACKSON



KATHY BERGEN SMITH

Those are the traits he continued in his work in Baltimore."

Bentley added that DiCasagrande could be a bit of a showman at times, "but he was well liked and respected. He was a strong, strong advocate for the Port of Baltimore. He didn't mind fighting with his company to make sure Baltimore got its share of business, and when there was new business, he made sure that Baltimore was always in the running."

Mark Montgomery, CEO of Ports America Chesapeake, praised DiCasagrande for his commitment not only to the Port but to his humanitarian causes as well, particularly those involving children. "Lorenzo was dedicated to the Baltimore maritime industry for over 25 years, and he was the most influential senior manager in regards to his commitment to the Port," Montgomery said. "His humanitarian efforts were relentless, and he served as a mentor to me. Lorenzo set the example for making it more than a job. He was very instrumental in the approach I take to outreach."

DiCasagrande founded the Italy-America Chamber of Commerce Washington, DC-Baltimore, MD, Inc. Among other charitable works, the Chamber supported the establishment of the Maritime Industries Academy, a Baltimore City public high school that provides maritime education

to students. "Lorenzo was one of the most active fundraisers for the Academy," Montgomery said. "He had a very real passion for the education of children."

Born in Genova, Italy, DiCasagrande graduated from the merchant marine academy there in 1961 and sailed as a licensed officer on tankers and bulk carriers, and then sailed as a chief officer on what at the time were the largest liquefied national gas carriers in the world.

He earned his Master's license in Italy in 1967 and was promoted to Staff Captain

years later, he joined Costa Line as an owner's representative, covering the Gulf from Miami to Mexico and operating a service of multipurpose vessels that included Roll-On/Roll-Off, breakbulk and liquid cargoes.

DiCasagrande joined MSC in 1987 as Vice President of the Baltimore region, which included Pennsylvania, Washington, D.C., Delaware and Northern Virginia. In 1988, he established weekly service here for MSC, which called on the South Locust Point Terminal. When Seagirt Marine Terminal opened in 1990, MSC became the first tenant.

"Lorenzo was dedicated to the Baltimore maritime industry for over 25 years, and he was the most influential senior manager in regards to his commitment to the Port."

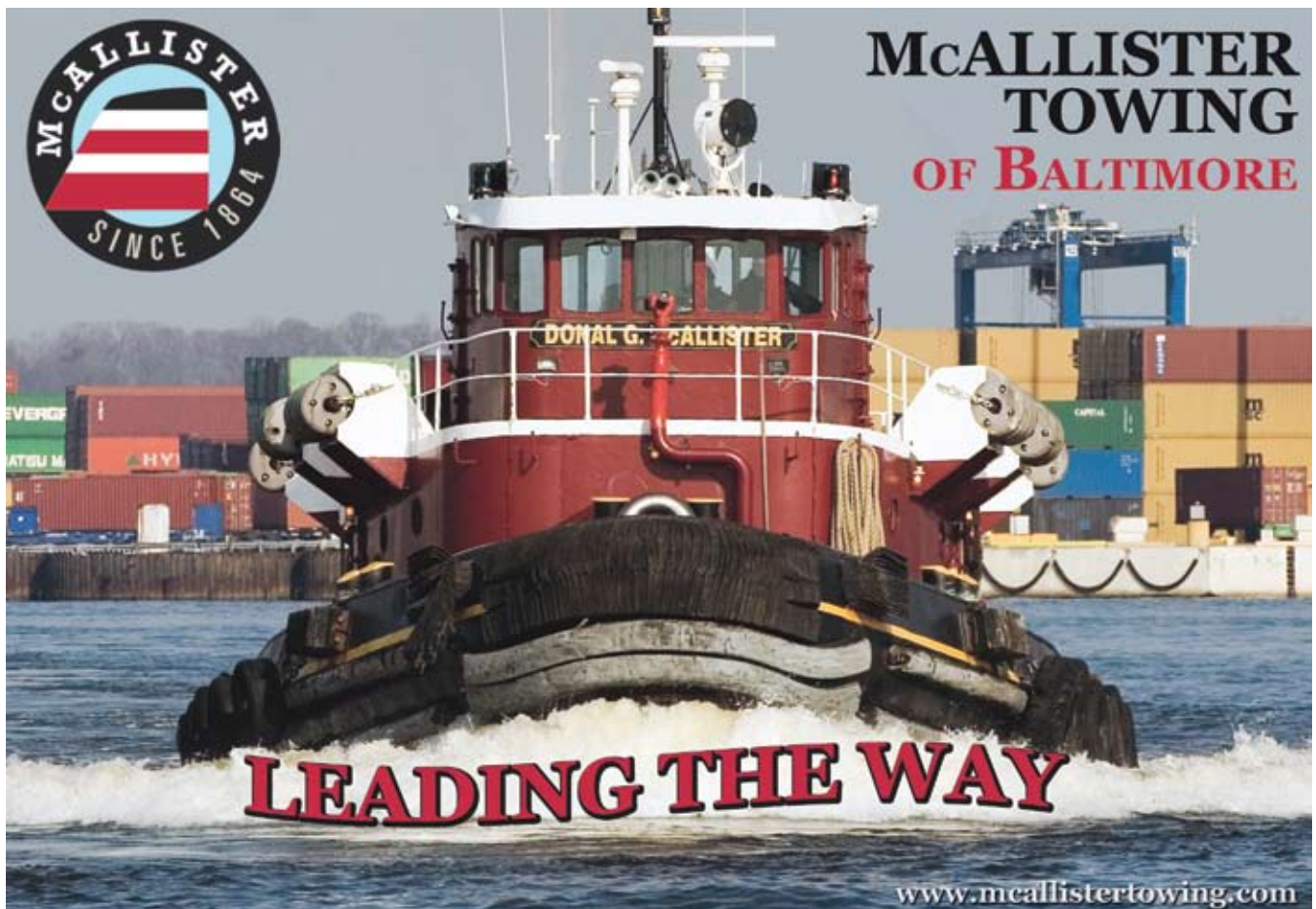
— Mark Montgomery

by Marathon Oil and Phillips Petroleum Co. In 1971, he joined Maritime Overseas Corp. as a Master of large crude carriers, and he oversaw the building of ships and a ship-ping yard and was responsible for crew and operations training.

In 1978, he earned a master's degree in maritime transportation from the State University of New York at Fort Schuyler. Four

In addition to Italian, DiCasagrande spoke English, Spanish and French, with a smattering of Portuguese and Russian. But the universal language was his beaming smile.

DiCasagrande is survived by his wife of 42 years, the former Mirella Pasini; three children: Luca P. DiCasagrande, Marco W. DiCasagrande and Rita DiCasagrande Olsen; and seven grandchildren. 🌐





RODEO RIDERS Hone Their SKILLS

**Annual Program Provides
Longshoremen with Training
On Big-Ticket Farm and
Construction Machinery**

BY BLAISE WILLIG
Photography By Bill McAllen

On an open lot near the water's edge — not far from the large vessels that bring more Roll-On/Roll-Off (RO/RO) cargo through the Port of Baltimore than any other U.S. port — members of the International Longshoremen's Association (ILA) Local 333 were getting a little practice operating large construction and agricultural equipment.

One longshoreman lifted himself into the overcast sky onboard an aerial work platform. Another maneuvered a tracked loader through a series of tight turns. Off in the distance, someone else moved an excavator up a ramp and through a narrow portal, careful not to bump bamboo stalks that had been placed horizontally across the top of the entrance-way. The bamboo was positioned to simulate the opening of a ship's cargo hold — as one onlooker noted, "It's easier on the equipment to hit bamboo than it is to hit steel!"

These driver training exercises were all part of the Port's 14th annual RO/RO Rodeo, held May 11-12 at the Dundalk Marine Terminal.

"Each year, the Rodeo provides a great opportunity for longshoremen to gain experience operating these huge pieces of equipment," said Maryland Port Administration (MPA) Executive Director James J. White. "The Port of Baltimore is the only port in the U.S. to host an annual event like this. The Rodeo is one of the key reasons for our consistent success over the years in attracting more RO/RO cargo than any other port in the nation."

Two hundred ILA members participated in the two-day Rodeo, which MPA RO/RO Trade Development Representative Dominic Scurti described as "an extension of our quality program, giving longshoremen continuous training to make sure they're



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"Operating these huge pieces of equipment safely is paramount, and this event does a great job in promoting that."

up to date on the equipment."

Sponsors of the event were the MPA, Steamship Trade Association and ILA. "The Port of Baltimore's RO/RO Rodeo provides our new members with valuable training experience," said Horace Alston, Vice President of the ILA. "Operating these huge pieces of equipment safely is paramount, and this event does a great job in promoting that."

This year's Rodeo showcased tractors, backhoes, combines and other heavy equipment from AGCO, Case New Holland, John Deere and JLG Industries. Individuals also trained on how to properly lash down an automobile.

"We want to make sure that our quality is maintained, because there's always the potential to damage something," said Kurt Schmitz, a John Deere Manufacturing Engineer out of Iowa. "It's also nice to see how people react to the equipment. We're around it all the time — we like to know what other people think about it."

John Deere Field Service Representative Carroll Schaufenbuel added, "And it's for the safety of the longshoremen, too."

John Spittler, a JLG Inside Sales Representative who traveled to the Rodeo from the company's Pennsylvania headquarters, explained, "We cover the main points of machine operation so that they (the drivers)



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get overall knowledge of the controls." From alongside an aerial work platform, Spittler noted, "I had one guy mention that he's a little fearful of this kind of equipment — it can be a little intimidating. Sometimes it's the 'not knowing' that makes a person afraid — once he got on it, he was fine."

Many of the ILA members in attendance were not Rodeo rookies. Haleem Musa has been participating since 2002. "The technology continues moving forward," Musa said. "I'm just getting more familiar with the new stuff."

Likewise, Rodeo veteran Kevin Krajewski commented, "I'm just touching up everything I haven't done in a while."

It was the second Rodeo for Edward Illery, who has been working at the Port since 1978. "This is about the only practice you get — everything else is on-the-job training," Illery said. "We do it both for personal safety and for the machines' safety."

Kimberly Kokosinski, participating in her fifth Rodeo, spoke enthusiastically of her job. "I love working on all the equipment — being outside and working on the ship," she said. During the Rodeo, while looking out across the lot filled with equipment, Kokosinski added, "To come down here and say, 'I can drive that ... and that ... and that,' it's very satisfying!" 🌐

In concert with the recent Rodeo, a meeting of the Quality Cargo Handling Action Team (QCHAT) was held to discuss issues that could lead to the safer, more efficient and more careful handling of Roll-On/Roll-Off (RO/RO) cargo.

"The Port of Baltimore is setting the standard for global quality and excellence in auto and RO/RO handling," said Maryland Port Administration (MPA) Quality Manager Barbara Leight. "The goal of QCHAT is zero damage to the customer's cargo."

QCHAT efforts were developed at the Port in 1997 to improve the quality handling of autos; a QCHAT for RO/RO was established six years later. Monthly meetings are held to review and assess performance areas, identify problems and take corrective action, but none draw more participants than the one held during the Rodeo. Hosted by AMPORTS (APS) North Terminal, the May 12 QCHAT meeting attracted 80 participants representing ocean carriers, manufacturers, stevedores, processors, terminal operators, labor and the MPA.

QCHAT action points include everything from the proper lashing and unlash-
ing of automobiles to ensuring that windows aren't left down during hot summer months.



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ATI Allegheny Ludlum Keeps the Coils Coming

BY NANCY MENEFEE JACKSON



Specialty metals are what ATI Allegheny Ludlum manufactures — everything from 20,000-pound stainless steel coils for industrial applications to titanium products used in aircraft.

Its materials are used in the aviation, oil and gas, medical, electrical energy and defense industries. Of course, the company's stainless steel also shines in new kitchens around the world.

To move its products from plants in Western Pennsylvania and Ohio to a global market, the company depends on the Port of Baltimore. The long-term relationship with the Port is forged on its ability to make cargo flow smoothly.


"The location has a big impact — it's the closest port to us for our products," said Henry Dolmayer, ATI Allegheny Ludlum's General Supervisor of International Transport.

Dolmayer also touted the "ease of doing business" with the Port. "We have long-term relationships with warehouses ... and the availability of experienced people to handle the products."

Richard Pagley, a Trade Representative in the Maryland Port Administration (MPA) Marketing Department, noted, "Henry and Allegheny Ludlum have been long-time supporters of the Port of Baltimore and the local businesses that receive, package and containerize their steel. The Allegheny Ludlum business is important to the Port and much appreciated. It has been a win-win relationship that continues to grow."

The products move to and from the Port by both truck and train, with Canton Stevedoring handling cargo via rail. Since 2006, ATI Allegheny Ludlum has utilized a Coil-Tainer Limited system when shipping coils to the international marketplace. Stainless steel coils can weigh anywhere from 4,000 pounds to 20,000 pounds, and stainless steel plates can be 8 feet by 30 feet long.

BILL MCALLEN

 www.alleghenyludlum.com

STARTING in Steel



ATI Allegheny Ludlum grew out of two companies that each had a long history in the early days of steel. In 1910, Ludlum Steel of New York pioneered the use of electric furnaces to manufacture steel alloys. In 1927, Allegheny Steel in Pittsburgh was chosen for the Chrysler Building in New York and then supplied steel for the Empire State Building. Both companies were instrumental in the commercialization of a new product invented by an Englishman in 1912, rust-free stainless steel.

The companies merged in 1938, and Allegheny Ludlum continued to acquire other steel companies through the 20th century.

"Allegheny Ludlum is committed to supplying quality steel both domestically and internationally," said Michael J. Smolenski, Coil-Tainer's President and CEO. "The major port we utilize for all of ATI's international shipments is the Port of Baltimore. Both ATI and Coil-Tainer appreciate the experience, flexibility and quality of the people and service at the Port of Baltimore."

Coil-Tainer works extensively with Dolmayer, who, according to Smolenski, "is a true gentleman and one of the most knowledgeable individuals we work with in international logistics."

ATI Allegheny Ludlum uses both the Dundalk and Seagirt Marine Terminals, and some of the company's products fit into containers. ACL, Evergreen and MSC are the shipping lines that transport Allegheny Ludlum's metals overseas.

Dolmayer noted that the company has had a successful relationship with the Port of Baltimore for more than 35 years. He credited "the responsiveness of the Port itself and the people we work with. It's the ease of being able to pick up the phone and talk to someone at any given time. I don't have that relationship with any of the other ports. It's been a great experience." 🌐

At A GLANCE



- © The company is a subsidiary of Allegheny Technologies.
- © ATI is one of the world's largest specialty metal producers, with revenues of \$3.1 billion in 2009.
- © ATI has 8,600 full-time employees worldwide.
- © Products include: titanium and titanium alloys, nickel-based alloys and superalloys, grain-oriented electrical steel, stainless and specialty steels, zirconium, hafnium, niobium, and tungsten materials.
- © In 1993, Allegheny Ludlum's quality system received ISO 9001 certification, which recognizes its capability to design and develop new alloys and specialty steelmaking processes.



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EYE ON IKEA

Baltimore Assembles Efficient Team to Handle Swedish Retailing Giant's Cargo



BY NANCY MENEFFEE JACKSON

PHOTOGRAPHY COURTESY OF IKEA

It's a common sight: IKEA customers wrestling a couple of flat boxes into the back of their car, and then heading home to assemble a dining room set. But in order to get those flat boxes — and thousands of other items — into the hands of customers in the most environmentally responsible way, IKEA partners with the Port of Baltimore.

The palletized items, familiar to regular customers, come overseas from manufacturers around the globe. Wood products might come from Poland, Portugal or Brazil; textiles hail from India or the Middle East; kitchen utensils are made in China.

The Swedish retailing giant, whose mission is to offer high-quality furnishings at affordable prices, sends its products to 37 U.S. stores through a distribution center in Perryville, Md., and other centers in New Jersey, Georgia, California and Washington State.

According to Sabina Strautman, IKEA's Trade Lane Manager and Sustainable Transport Developer, the company uses 17 global shipping carriers, among them MSC, Maersk, ACL and NYK. Some 6,600 40-foot Equivalent Unit (FEU) containers of IKEA merchandise are unloaded annually at the Port of Baltimore's Seagirt Marine Terminal.

"We're very pleased with our sales growth for this region," Strautman said, noting that the company is seeing an annual sales growth that is more than 6 percent above last year.

About 14 percent of IKEA items, typically the larger and bulkier products, are manufactured locally; the rest come on ships.

And it's not just Americans who have fallen in love with IKEA and its big blue stores — the Asian market is a fast-growing one for the company. "It's everywhere — that's amazing," said Strautman.

Strautman praises the Port of Baltimore for its ability to handle the cargo. "From an operations standpoint, when I don't hear from the transportation operations manager, things are going well," she said with a laugh. She's particularly impressed with the Port's expertise "when three ships hit at once and the containers are just flying in and out."

The Perryville center distributes products as far west as the Mississippi River, and the Port's proximity to Perryville helps IKEA achieve a goal close to the company's heart — reducing its carbon footprint.

"In transport, domestically, we work with the EPA's Smart Weight Program, which

- In 2009, IKEA stores worldwide had 660.1 million visits.
- There are 311 IKEA stores in 38 countries
- The IKEA catalog is printed in 27 languages; in 2009 some 199 million were distributed.
- The company's founder, Ingvar Kamprad, sold matches to his neighbors at the age of 5. At 17, after his father gave him money as a reward for successful studying, he started the company in 1943. IK are his initials and EA stands for Elmtaryd and Agunnaryd, the farm and village where he grew up. The company originally focused on pens, wallets, picture frames, table runners, watches, jewelry and nylon stockings; furniture was added in 1948 from local manufacturers close to Kamprad's home.

tracks CO2 emissions by carrier," Strautman said. "When we select a carrier, they have to be part of this program. We really try to reduce our CO2 footprint, which is a big challenge."

The company focuses on using the most efficient transport possible. "We try to move more with less," Strautman said. "Ocean is a very efficient mode."

Charles McGinley, who works in trade development for the Maryland Port Administration (MPA), noted that IKEA made a conscious decision to use the Port because of its leadership on many environmental fronts and its proximity to Perryville, furthering its green initiative.

"The MPA appreciates the business IKEA moves through the Port and is excited at the opportunity to work with a global leader in supply-chain efficiency," McGinley said. "As Seagirt moves forward with (berth deepening and terminal improvements), we hope to expand upon this relationship."

IKEA works with BSR, a non-governmental organization (NGO) dedicated to developing sustainable business strategies. Through a BSR initiative called Clean Cargo, IKEA joins other major shippers such as Starbucks, Wal-Mart and Nike.

"We really are embracing the concept of sustainability as the next step," Strautman said, and added, "I just really appreciate the support that Charlie McGinley and Joe Greco [Deputy Director of Marketing, MPA] have given me, and I appreciate their interest in IKEA." 🌐

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LINDA BRYAN

Ports America's Person in the Community

Linda Bryan was a single mom finishing a master's degree in human services administration and counseling when she took a job in the billing department of Ports America, Inc.

After a time, she developed an interest in logistics. She also came to have a deeper understanding of her co-workers and the people of the waterfront community of Dundalk, where many port operations are based.

She eventually became Ports America's staff morale booster, working on in-house events. Now, she's the company's local Community Outreach Coordinator.

Her interest in charitable work through the company came several years ago, "when we had a staff member pass away from cancer," Bryan said. "She left two little girls. We decided to start a college fund for them, and a charity for such emergencies" that could arise in the future.

In 2006, the Steamship Trade Association (STA) of Baltimore Charitable Legacy was officially launched by

Mark Montgomery, CEO of Ports America Chesapeake, and Michael Angelos, STA President.

"We began the STA charity to support one struggling family," Bryan said. "Now we try to help individuals and associations as well."

According to Angelos, "It's always a pleasure working with Linda on charitable initiatives. When she is involved, she has relentless passion and total dedication. I admire her organizational skills and community commitment."

Among the entities that receive Charitable Legacy's support are the Dundalk Youth Service Center (DYSC) and the American Heart Association. Bryan is an officer on the board of DYSC, a small non-profit focusing on health and welfare issues for children and families.

"We want the local people to know we (the Port) are part of them," Bryan said. "When I go out to fairs and things, I talk to people about the Port. They don't know what a big economic engine it is." *(continued on pg. 28)*

BY MERRILL WITTY | Photography By Kathy Bergren Smith



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(continued from pg. 26)

The STA Charitable Legacy sponsors two fundraising golf outings each year to benefit all their charitable interests, with an emphasis on heart disease. Co-hosts of the events are Mark Montgomery, himself a heart attack sufferer 12 years ago, and Semmes, Bowen & Semmes Attorney JoAnne Zawitoski, who lost her husband to the disease.

Bryan's also on the board of the Baltimore-based Maritime Industries Academy High School, an institution whose mission is to instill in kids from diverse backgrounds the creative minds and ethical spirits needed to lead in a global society.

But Bryan doesn't stop there. Among her many other community and charitable ties, she represents Ports America as part of the

"When I go out to fairs and things, I talk to people about the Port. They don't know what a big economic engine it is."

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Baltimore Port Alliance, participates in the Women's Traffic Club and sits on educational outreach environmental committees. She also played an active role in Ports America Chesapeake's efforts to sponsor this year's Fourth of July fireworks in Baltimore.

Right now, Bryan says she's trying to use her different affiliations and alliances more effectively — to prevent duplications and get the various organizations to focus their efforts for the greater good.

She's doing her part for the next generation, as well. Her 23-year-old daughter, Molly Julian, graduated from Virginia Polytechnic Institute with a degree in Biological Systems Engineering. She is currently working on a master's in Water Resource Management at Villanova University and works for an engineering firm that promotes sustainable technology.

Annie Julian, 21, though a Fashion Industry Management major at Philadelphia University, plans to work for a "socially conscious" company.

Both girls were part of the "Ports America Kids" team at the Dundalk Relay for Life, held in June. At last count, the event had raised more than \$105,000 to fight cancer.

Bryan remarried three years ago, to Greg Bryan, who has a daughter Emily, 16 — "both incredible additions" to her "already incredible" family, she said. 🌐

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MAIDEN voyages



From left, Chief Officer Violeto P. Batallones, Capt. Kenichi Hatashima, MPA's Cynthia Burman and "K" Line's Scott Quinn.

Blue Ridge Highway Blazes Trail to Dundalk

Flying the flag of Panama, *Blue Ridge Highway* recently made her first trip to the Dundalk Marine Terminal to discharge Mitsubishi cars and Isuzu trucks. The Roll-On/Roll-Off cargo ship sails for "K" Line America with a cargo capacity of 5,036 U/T. The vessel measures 180 meters in length and has a width of 32.2 meters.

Agent: "K" Line Baltimore Office

Stevedore: Ceres Marine Terminals

Towing: Moran Towing of Maryland



From left, Chief Engineer Aditia Munir, Sparrows Point Ship Agency's Robert Herb, Capt. Zulkarnain Syukur, Sparrows Point Ship Agency's Joseph Lis, Capt. S.A. Zyla of Western Bulk Carriers, MPA's Cynthia Burman, Capt. Michael Reagoso of McAllister Towing and David Stambaugh of the Baltimore Maritime Exchange.

Brodiaea Pays a Visit

The *Brodiaea*, a general cargo ship in the Western Bulk Carriers — Norway line, flew the flag of Panama during her recent maiden voyage to Baltimore. Measuring 177 meters long by 28 meters wide, the *Brodiaea* has a 29,000 MT cargo capacity.

Agent: Sparrows Point Ship Agency

Stevedore: Kinder Morgan

Towing: McAllister Towing of Maryland

PHOTOGRAPHY BY BILL MCALLEN

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STORY BY KATHY BERGREN SMITH

Dundalk is now synonymous with international shipping. But in the days before World War II, this suburb of Baltimore was known as the home to one of the Chesapeake Bay region's major boat manufacturing plants.

This photo shows the Owens Yacht Company in Bear Creek during the peak of its production. The three Owens brothers — Norman, Charles and John — moved the family boat-building business out of Annapolis in 1936 to an eight-acre property in Dundalk. The brothers built a manufacturing facility based upon the new assembly line innovations adopted in the automobile industry. As interest in pleasure boating grew, so did the Owens Yacht Company. During World War II, the owners converted the plant for the war effort and constructed dozens of landing crafts and rescue boats. Years later,

the company produced 75-foot minesweepers for the Navy during the Korean War.

When this photograph was taken, the Owens Yacht Company's average daily output was two 28-footers, such as the one shown here. Each boat sold for about \$8,500.

The plant employed 500 workers who built not only pleasure boats but also their own brand of engine, the Flagship Engine.

By the mid-1960s, the Owens brothers retired and the company was taken over by the Brunswick Corporation, which continued to manufacture boats under the brand name Concordia until 1970. Today, a marina stands in place of the once thriving boatworks. Little is left of Owens Yacht Company except for the now "classic" cruisers that loving owners restore and maintain. 🌐

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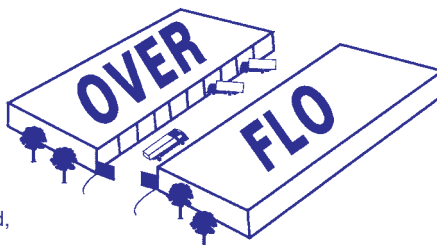
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